

Message Text

UNCLASSIFIED

PAGE 01 CARACA 07748 051513Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----113482 060218Z /65

R 051354Z AUG 77
FM AMEMBASSY CARACAS
TO USDOC WASHDC
INFO SECSTATE WASHDC 8667
AMEMBASSY BRAZILIA

UNCLAS CARACAS 7748

PASS TO OED/MEPD AND OIM

E.O. 11652: N/A
TAGS: BENC, ENRG, VE
SUBJ: MAJOR PROJECT: GURI DAM EQUIPMENT

REF: CARACAS 4691

1. EMBOFF VISITED LOCAL OFFICE OF CAMARGO-CORREA S.A.; CETENCO ENGENHARIA S.A.; AND ISMAR S.A.; THE BRAZILIAN-VENEZUELAN CONSORTIUM WINNERS OF GURI DAM PROJECT, TO DISCUSS SECONDARY COMMERCIAL OPPORTUNITIES FOR U.S. BUSINESS. FIRST PHASE OF EQUIPMENT ACQUISITIONS WILL BE APPROXIMATELY \$70 MILLION. CONSORTIUM HAS SET UP PURCHASING NEGOTIATING OFFICE IN CARACAS AND WILL ESTABLISH ANOTHER OFFICE IN PUERTO ORDAZ. FINAL DECISIONS, HOWEVER, WILL PROBABLY BE MADE IN BRAZIL. C.C. ONLY INTERESTED IN TALKING WITH MAJOR WELL-ESTABLISHED FIRMS AND DO NOT WANT THEIR ACTIVITIES PUBLICIZED. THEY WILL HAVE PRIVATE BID OR NEGOTIATE DIRECTLY WITH PREFERRED COMPANIES TO ALLOW FOR FLEXIBILITY. C.C. HAS ALREADY DISCUSSED PURCHASES WITH MANY U.S. FIRMS INCLUDING JOHN DEERE AND CATERPILLAR.

2. C.C. HAS REQUESTED THAT EMBASSY HELP FACILITATE CONTACT WITH FOLLOWING U.S. FIRMS:

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- 1... MANITOWEE GREY IRON FOUNDRY INC. MANITOWEE, WIS.
- 2... BLACK AND DECK TOWSON, MD.
- 3... SNAP-ON TOOL CO. PORTLAND, OREGON
- 4... AEROQUIP JACKSON, MISS.

5. SOUTH BEND LATHE INC. SOUTH BEN, IND.

6... RAINBOW MFG. CO. FT. GERAL, GA.

7... JOHN S. BARNES CORP

8... THE WARREN RUPP CO.

9... PROTO TOOL CO. PORTLAND, OREGON

CONSORTIUM ALSO LISTED 3 COMPANIES WHICH EMBASSY NOT SURE
ARE U.S.: FIRMS:

1...MARLON

2... SYKES

3... MCKIERNEN-TERRY

EMBASSY REQUESTS THAT USDOC CONTACT THESE COMPANIES IMMEDIATELY
RPT IMMEDIATELY PROVIDING CONSORTIUM'S TELEX:

WPS 23420

AH. CAMARGO CORREA

3. EMBASSY OPEN TO SUGGESTIONS AS TO WHAT OTHER POSSIBLE
ACTIONS CAN BE TAKEN TO FACILITATE U.S. BUSINESS OPPORTUNITIES
IN THIS AREA, KEEPING IN MIND CAMARGO-CORREA'S DESIRE NOT TO
HAVE PUBLICITY.
VAKY

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, CONSORTIUMS, MARKET OPPORTUNITIES, PROPOSALS (BID), GURI DAM, PROGRAMS (PROJECTS)
Control Number: n/a
Copy: SINGLE
Sent Date: 05-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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SAS ID: 1702359
Secure: OPEN
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Subject: MAJOR PROJECT: GURI DAM EQUIPMENT
TAGS: BENC, ENRG, VE, BR, US, CAMARGO-CORREA, CETENCO ENGENHARIA, ISMAR
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/a5027061-c288-dd11-92da-001cc4696bcc
Review Markings:
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